

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Wright Medical Technology

#### Tennessee Manufacturing Extension Partnership

#### Wright Medical Technology Discovers The Benefits Of Six Sigma

**Client Profile:**

Wright Medical Technology is a privately held manufacturer of medical implants, primarily human joint replacements. The company employs approximately 460 workers at its Arlington, Tennessee facility, and has annual sales between \$50 million and \$100 million.

**Situation:**

Wright Medical Technology, already a world-renowned provider of replacement joints and related medical devices, wanted to move the company to an even higher level of production efficiency, quality, and profitability. The company decided to implement Six Sigma concepts within the manufacturing arm of the company and contacted the Tennessee Manufacturing Extension Partnership (TMEP), a NIST MEP network affiliate, for assistance.

**Solution:**

TMEP worked with Dr. Rupy Sawhney, TMEP Lean Manufacturing Systems Fellow, and a number of Dr. Sawhney's graduate students to train Wright Medical Technology's key employees in the concepts of Six Sigma. Through a combination of formal classroom training and practical hands-on implementation assistance, the TMEP team provided Wright Medical Technology with all the experience necessary to implement its own Six Sigma projects.

**Results:**

Increased sales by \$1 million during the first year following implementation. Expecting sales to continue to rise by at least \$2 million or more during the second year.

Increased new sales outside the state of Tennessee by 50 percent.

Increased new sales to international export markets by 40 percent.

Saving \$100,000 per year in labor costs and \$250,000 per year in materials costs.

Realized a one-time inventory reduction of \$250,000.

Retained 20 jobs.

Invested \$2 million in capital equipment.

**Testimonial:**

"We are very happy with the results." (Company requests prior approval before

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using their name in national publications. Company currently provides a strong endorsement of TMEP on a Center marketing video disk.)

David Brown, Manager of Quality